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Automotive News

DECEMBER 9, 1991

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latenews

Chrysler staff all get bonuses

HIGHLAND PARK, Mich. — Chrysler Corp.'s 19,000 salaried workers are going to get Christmas bonuses Dec. 20. Chrysler spokesman Lee Sechler says the maximum amount is $600 and bonuses are based on the number of weeks worked this year.

Although Chrysler had lost $892 million through the first nine months of the year, Sechler said the company decided to pay the bonuses "because of the many sacrifices made by the salaried group."

The company's hourly workers received bonuses Dec. 6.

General Motors and Ford Motor Co. will not pay Christmas bonuses to their salaried work force this year due to company losses. Hourly workers at both GM and Ford will get bonuses.

Alfa Romeo hikes prices

ORLANDO, Fla. — Alfa Romeo Distributors of North

see LATE NEWS, 2

'92 prices for cars, minivans

Suggested retail prices of 1992 domestic and imported cars and minivans and major items of equipment are listed on Pages 27-29.

Chrysler plans two divisions

Third channel will disappear in 5 to 7 years, dealers told

MARY CONNELLY
Staff Reporter

Chrysler Corp. expects to sell its vehicles through only two retail divisions within five to seven years. But the company has not yet decided if any brands will become extinct.

Chrysler now retails its vehicles through three divisions: Chrysler-Plymouth, Jeep-Eagle and Dodge car/Dodge truck. Dodge car/Dodge truck is expected to remain one division in the future. Chrysler-Plymouth and Jeep-Eagle would form the basis of the second division, said dealers who attended the company's recent national dealer council meetings in Florida where the future of the retail network was discussed.

With one less channel, Chrysler would hope to gain marketing and operational efficiencies and increase brand distinction, dealers said.

Several dealer sources said Chrysler executives told them at the meetings that the consolidation into two divisions could be achieved within five to seven years.

Last month, Chrysler acknowledged it is examining how many brands, nameplates and dealers it will need in 2000. The company also said at that time that it was examining the long-term viability and possible elimination of the Eagle and Plymouth brands.

But Chrysler has cautioned that any brand consolidation or elimination is years down the road. The divisional consolidation could be achieved sooner and is seen by dealers as an interim step in the retail network restructuring.

Dodge, Jeep dealers want sport-utilities ➤ 41

A Chrysler spokesman declined comment last week on the distribution channel consolidation.

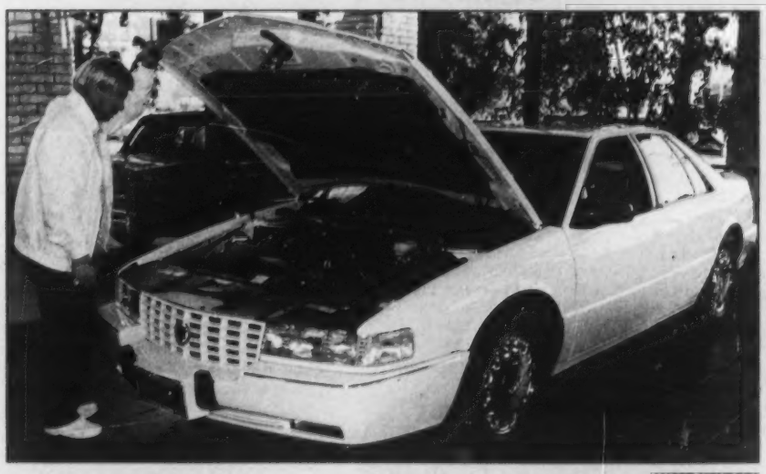
Donald Warnock, chairman of the Dodge National Dealer Council, said consolidation would allow Chrysler to better focus its resources.

"We need distinctive product," he said. "The Dodge council has concerns about whether that can be accomplished with three divisions. So we have to look at two divisions. It is a matter of discussion.

"We don't want to have a customer wandering into a showroom and seeing the same

see CHRYSLER, 41

Seville, Eldorado orders pour in



JAVIER MENDOZA

Harold Cabrera checks out a 1992 Seville at Martin Cadillac in West Los Angeles, Calif.

PHIL FRAME
Staff Reporter

Sales of the redesigned Seville were up 64 percent in the final 10 days of November, underscoring General Sales Manager Peter Gerosa's belief that it may be the hottest-selling car in America.

Cadillac said demand is outpacing the Hamtramck, Mich., assembly plant's ability to build the 1992 car, in many cases causing customers to wait two months for delivery.

The plant, which builds the new Seville and Eldorado, has been unable to hit line acceleration targets because of rigid quality standards. One source said due to problems getting fit and finish up to specification at faster line speeds, line-rate goals for early December may not be reached until January. Cadillac officials wouldn't comment.

Last week, at a meeting attended by all of Cadillac's staff personnel, Cadillac officials exhorted division employees to improve quality and efficiency, according to sources who were there. Gerosa, who needs more cars, made a particularly impassioned plea.

Cadillac was caught off guard by the strong

see CADILLAC, 41

Big 3 regain market share from Japan in November

JIM HENRY
Staff Reporter

NEW YORK — Hot sales of four new General Motors lines and a surprisingly strong showing by the Chrysler brand helped the Big 3 take market share away from the Japanese in November for the first time this year.

A shortage of new Civic models caused American Honda Motor Co. Inc. to stumble against its superior year-ago record, magnifying the gains of the Big 3. The Detroit companies had a total market share of 71.7 percent for November, up 2.1 points. Japan's share was 24.7 percent, down 1.2 points.

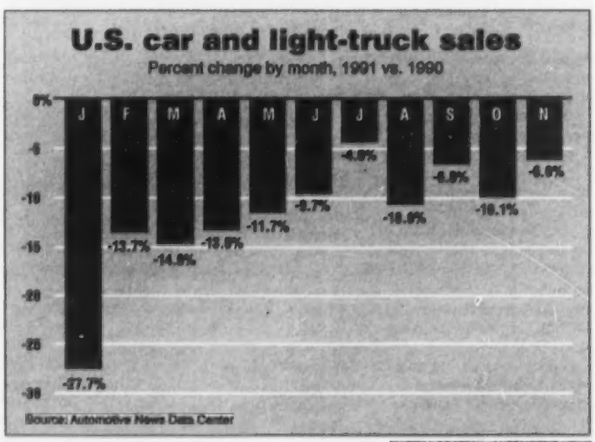
Total car and light-truck sales for the month were 919,017. Although it was the lowest monthly total since February, the seasonally adjusted annual rate of 12.7 million units was the fourth-highest monthly figure of the year.

With a month to go in 1991, industry sales totaled about 11.4 million. If the pace of sales stays the same in December, the total for the year will be 12.3 million.

The month's final 10 days helped save November which, after two disappointing 10-day periods, came in only 6.6 percent below the year-ago month.

By taking advantage of expiring

see SALES, 42



MARTHA GRATTAN / AUTOMOTIVE NEWS

Sales in Japan fall ➤ 4

Ford turns Jaguar vise

Losses unchecked; Scheele appointed

JAMES R. CRATE
International Editor

Ford Motor Co., continuing to tighten its operational grip on ailing Jaguar Cars Ltd., last week named an heir-apparent to Jaguar Chairman Bill Hayden and transferred Hayden's deputy back to world headquarters in Dearborn.

The announcement of the shuffle came one week after Ford transferred accounting control of the British carmaker to Dearborn from Ford of Europe.

Nicholas Scheele, head of Ford of Mexico, will become Jaguar's vice chairman effective Jan. 1 and is expected to replace Hayden as chairman in the spring.

Although the departure of Hayden was not formally announced, Jaguar spokesman David Boole confirmed that the 62-year-old Ford executive will retire early in 1992. Hayden underwent heart surgery last year.

Jaguar said Hayden's deputy, John Grant, will assume an unspecified "senior position" with Ford in early 1992.

The changes come at a critical juncture for Jaguar. Two years after Ford paid the equivalent of $2.5 billion to acquire the legendary marque, Jaguar's worldwide sales are off more than 50 percent from their 1988 peak, its losses are mounting and Ford itself is increasingly pressed for cash.

Jaguar, which lost the equivalent of $596.5 million last year, including a one-time charge of $479 million, is expected to post another $270 million loss this year. On a projected build of 24,000 cars this year, Jaguar would be losing $11,000 on every car it produces.

Jaguar's slide has put Ford between a rock and a hard place, many analysts say.

With its own earnings under

see JAGUAR, 43

inside Automotive News

JAPANESE CAR SALES FALL
Toyota losses put November total in minus column. PAGE 4

PROGRAM CARS ON THE GO
Ford auction unit moved to North American group. PAGE 6

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Toyota toys with bigger pickup

STOP PRESS

A spy photographer in Los Angeles snapped a running prototype of what is believed to be a near full-sized pickup being developed by Toyota. Styling cues include flared rear wheel openings, split rear window and six-bolt wheels. The truck could be introduced in late 1993.

latenews

CONTINUED *from* PAGE 1

America has raised the prices of its 164-series sedans for 1992. The 164L has a sticker of $29,490, which is $1,030 or 3.6 percent more than the 1991 model. The 164S is $34,990, up $4,020 or 13 percent. Air conditioning, anti-lock brakes and driver-side air bag are standard on both models.

The base 164 sedan is not offered for 1992. The 1991 model was $24,990.

The sedans went up considerably more than the Alfa Romeo convertibles, which rose 1.5 percent for 1992. The Spider convertible is $21,264, up $314, and the Spider Veloce is $24,309, up $359.

The 164 sedans were priced too late to be included in the price table which starts on Page 27 of this issue.

Navistar loses $165 million

CHICAGO — Navistar International Corp. reported a net loss of $165 million for its fiscal year ended Oct. 31, a sharp increase over the $11 million it lost a year earlier.

James C. Cotting, Navistar chairman and chief executive officer, said consolidated sales and revenues totaled $3.5 billion, down from $3.9 billion in fiscal 1990.

Navistar increased its share of North American medium- and heavy-truck retail sales to an all-time high of 29.3 percent in fiscal 1991, up from 27.2 percent a year earlier.

Still, its fiscal 1991 sales of 67,200 medium and heavy trucks were off 15.0 percent from the previous year due to the weak market.

Cotting looks for industry-wide sales of 121,000 medium-duty trucks in Navistar's fiscal 1992, comparable to those of 1991, and a 9 percent increase in heavy-truck sales to 119,000.

'Smart' roads called joint task

WASHINGTON — The National Academy of Sciences has called for a joint government-industry program to develop Intelligent Vehicle Highway Systems.

The academy panel, in a report released last week, found that existing IVHS systems have already shown benefits, but "experience with IVHS is still too limited to answer many fundamental questions about technological feasibility, cost-effectiveness, and market acceptability." It said the Department of Transportation should work with IVHS America, the private, non-profit organization formed last year.

The report predicted that improved traffic management systems will relieve congestion in this decade, thus reducing fuel consumption and auto exhaust pollution.

— *Max Gates*

Chrysler Corp. elects Pawley

DETROIT — Dennis K. Pawley, Chrysler Corp. manufacturing vice president, has been elected executive vice president, reporting directly to Chrysler President Robert A. Lutz.

Pawley remains responsible for all of Chrysler's manufacturing operations and three manufacturing technical centers.

Pawley: Chrysler executive vice president

Pawley started his automotive career with General Motors. In January 1986, he joined Mazda Motor Corp. as vice president of manufacturing responsible for the company's Flat Rock, Mich., plant where the Ford Probe and Mazda MX-6 are produced.

In March 1988, Pawley became vice president of operations for the Otis Group of United Technologies. Pawley left Otis in 1989 and joined Chrysler as general manager of assembly plants.

NADA says sales will grow in '92

WASHINGTON — Sales of new cars and light trucks will improve to 13.5 million units next year, predicts the National Automobile Dealers Association. NADA expects 12.5 million sales this year.

In surveying industry analysts and domestic manufacturers for its annual prediction, NADA found that optimists expect sales to pick up during the first half of 1992 and pessimists say the upturn won't come until late 1992 or 1993. But they all expect 1992 to be better than 1991.

For now, "lack of consumer confidence is not the main culprit behind weak sales. It's due to a simple lack of money. People are trying to rebuild their savings," said Tom Webb, NADA chief economist.

— *Max Gates*

Mitsubishi may hike exports

TOKYO — Mitsubishi Motors Corp. said last week it is studying the feasibility of shipping more vehicles to Europe from its Diamond-Star plant in Illinois. Mitsubishi already exports some Eclipses to Switzerland, Sweden and Austria.

A decision to expand exports to other countries would depend on how much the U.S.-made vehicles would be "accepted in Europe and whether they could be competitive in price," Mitsubishi President Hirokazu Nakamura said.

— *Mary Ann Maskery*

Nissan growing in Philippines

TOKYO — Nissan Motor Co. said last week it will expand production in the Philippines in anticipation of an upturn in the market there.

Nissan said it will build a stamping plant to begin operations by 1993, and a new vehicle assembly plant, with a capacity of 30,000 to 36,000 units a year, by the end of 1994.

Nissan said it and Marubeni Corp., a Japanese trading firm, will invest approximately 2.7 billion yen (about $20.7 million) in the project.

The two companies together own 40 percent of Pilipinas Nissan, a local assembler.

Nissan is targeting a 25 percent share of a market that is expected to grow to 100,000 units annually by 1995.

Nissan sold 12,692 vehicles in the Philippines in 1990 out of a total market of 57,621.

— *Mary Ann Maskery*

corrections

■ Computer glitches distorted two stories in the Dec. 2 issue. The third paragraph of Daniel Malloy's letter about Daihatsu on Page 14 should end "and it'll be great to have a 4x4." The last paragraph of the story at the bottom of Page 17 should begin "But TKM sees the 4x4 sector growing by 70 percent in five years."

■ A Dec. 2 article about North Carolina legal proceedings against Southeast Toyota Distributors Inc. incorrectly attributed a comment to Robert A. Collier, the designated hearing officer. Collier did not say he will recommend that the distributor's business license be revoked if evidence emerges of perjury, obstruction of justice or violations of the company's 1988 Consent Decree with the state. In accordance with that agreement, Collier may recommend revocation after hearing the case if he determines that Southeast Toyota has "materially or substantially violated" the agreement.

■ A related story misidentified Southeast Toyota spokeswoman Debbie Mason.

briefly

Bush to Big 3: Tora Tora Tora

Bob Stempel, Red Poling and Lee Iacocca are likely to join President Bush on his New Year's trip to Japan, Singapore and South Korea. Pundits say the president is trying to put a domestic spin on his foreign travel and to show he can be tough on trade. Late last week, the Big 3 bigwigs had not responded formally, but appeared ready to join the junket. Iacocca's spokesman said: "I'm sure it's something he'd like to do." A spokesman for Stempel said he "would be delighted to comply with the President's wishes." Red Poling said at a **Ford** holiday party, "We'll try to do what the president asks. It's an important issue." Champagne aside, the auto triumvirate is clearly hoping to extract some New Year's resolutions from its Asian counterparts during the Dec. 30-Jan. 10 trip.

Bush to Big 3: Come along

R.I.P. PONTIAC? — Pontiac Division has been calling itself just that since dropping the fancier handle of Pontiac Motor Division in March 1986. Still, it's a bit of a shock to find "the former Pontiac Motor Division" mentioned in an official **General Motors** communique. The reference came in a Nov. 26 personnel change announcement from Inland Fisher Guide Division. They say they used the adjective "former" because of Pontiac's joining the Chevrolet-Pontiac-GM of Canada Group in 1984.

ENVIRONMENTALLY CORRECT — General Motors Electric Vehicles wants to make a statement about its concern for the environment even in its media folder. The cream-colored folder featuring a waterfall on the cover is printed on recycled paper with soy-based ink.

MILITARY GREEN — When it comes to recycling, **Ford Motor Co.'s** Engine Division in Dearborn, Mich., is in high gear. According to the December issue of *Ford Times*, Engine Division employees could be called "conservation commandos." Foam coffee cups are out. Memos, graphs and charts, usually circulated at meetings, have been replaced with overhead projections and slides. The kicker: Anyone who leaves an office light or computer on overnight is ticketed and assessed a small fine that goes to charity.

TALE OF THE TAPE — First Honda of America was blistered in a PBS "Frontline" documentary that claimed it intentionally ran a U.S. supplier out of business. Then National Public Radio passed on the charges in a feature about the TV program. The documentary claimed Honda yanked a stamping contract from Ohio-based Variety Stamping Corp. in 1988 and gave the business to a Japanese affiliate, Kikuchi Stamping Co., which also operates an Ohio plant. Honda sent urgent letters to PBS stations around the country saying the story was erroneous. Honda says Kikuchi got none of Variety's business, that Variety's parts are now being made by other American companies, and that Variety shipments accounted for more than half of all rejected parts at Honda when the contract was pulled. In NPR's story, "Frontline" producer Martin Koughan said he had proof Honda is lying, but he didn't share it. Honda is asking him. Stay tuned.

U.S. CAR AND LIGHT-TRUCK SALES, NOVEMBER — 1991 vs. 1990 (ranked by car and light-truck total sales)

Make	Car Sales 1991	Car Sales 1990	1991 Share	1990 Share	Truck Sales 1991	Truck Sales 1990	1991 Share	1990 Share	Car & Truck Totals 1991	Car & Truck Totals 1990	% Share of Total Car & Truck Market 1991	% Share of Total Car & Truck Market 1990	Changes Share (Points)	Changes Sales (Percent)
Ford	77,258	89,582	12.7	13.6	96,250	96,673	30.8	29.9	173,508	186,255	18.9	18.9	−0.1	−6.8
Chevrolet/Geo†	76,666	85,136	12.6	12.9	74,102	85,128	23.7	26.4	150,768	170,264	16.4	17.3	−0.9	−11.5
Toyota	48,178	50,541	7.9	7.6	19,299	20,738	6.2	6.4	67,477	71,279	7.3	7.2	0.1	−5.3
Dodge	26,149	31,080	4.3	4.7	36,151	31,876	11.6	9.9	62,300	62,956	6.8	6.4	0.4	−1.0
Honda	47,138	67,729	7.8	10.2	–	–	–	–	47,138	67,729	5.1	6.9	−1.8	−30.4
Buick	45,022	41,211	7.4	6.2	–	–	–	–	45,022	41,211	4.9	4.2	0.7	9.2
Pontiac	36,663	39,722	6.0	6.0	2,051	1,796	0.7	0.6	38,714	41,518	4.2	4.2	0.0	−6.8
Nissan	26,181	30,613	4.3	4.6	11,286	10,818	3.6	3.3	37,467	41,431	4.1	4.2	−0.1	−9.6
Oldsmobile	32,534	32,080	5.4	4.9	3,544	1,636	1.1	0.5	36,078	33,716	3.9	3.4	0.5	7.0
Plymouth	15,782	20,259	2.6	3.1	13,488	13,146	4.3	4.1	29,270	33,405	3.2	3.4	−0.2	−12.4
Mercury	26,218	26,086	4.3	3.9	–	–	–	–	26,218	26,086	2.9	2.7	0.2	0.5
Mazda	14,822	15,599	2.4	2.4	8,626	9,440	2.8	2.9	23,448	25,039	2.6	2.5	0.0	−6.4
GMC	–	–	–	–	21,139	22,689	6.8	7.0	21,139	22,689	2.3	2.3	0.0	−6.8
Cadillac	20,908	19,729	3.4	3.0	–	–	–	–	20,908	19,729	2.3	2.0	0.3	6.0
Mitsubishi	14,177	9,035	2.3	1.4	2,344	3,923	0.8	1.2	16,521	12,958	1.8	1.3	0.5	27.5
Chrysler	14,350	11,124	2.4	1.7	692	186	0.2	0.1	15,042	11,310	1.6	1.1	0.5	33.0
Jeep	–	–	–	–	15,019	14,067	4.8	4.4	15,019	14,067	1.6	1.4	0.2	6.8
Lincoln	12,326	16,977	2.0	2.6	–	–	–	–	12,326	16,977	1.3	1.7	−0.4	−27.4
Acura	11,044	8,307	1.8	1.3	–	–	–	–	11,044	8,307	1.2	0.8	0.4	32.9
Saturn	8,355	641	1.4	0.1	–	–	–	–	8,355	641	0.9	0.1	0.8	–
Hyundai	8,010	10,487	1.3	1.6	–	–	–	–	8,010	10,487	0.9	1.1	−0.2	−23.6
Isuzu	933	805	0.2	0.1	6,424	8,702	2.1	2.7	7,357	9,507	0.8	1.0	−0.2	−22.6
Lexus	7,286	5,847	1.2	0.9	–	–	–	–	7,286	5,847	0.8	0.6	0.2	24.6
VW	6,040	8,691	1.0	1.3	183	420	0.1	0.1	6,223	9,111	0.7	0.9	−0.2	−31.7
Subaru	5,129	7,907	0.8	1.2	–	–	–	–	5,129	7,907	0.6	0.8	−0.2	−35.1
Mercedes	4,893	6,694	0.8	1.0	–	–	–	–	4,893	6,694	0.5	0.7	−0.1	−26.9
Eagle	4,574	4,397	0.8	0.7	–	–	–	–	4,574	4,397	0.5	0.4	0.1	4.0
Volvo	4,472	5,132	0.7	0.8	–	–	–	–	4,472	5,132	0.5	0.5	0.0	−12.9
BMW	4,285	5,424	0.7	0.8	–	–	–	–	4,285	5,424	0.5	0.6	−0.1	−21.0
Infiniti	2,041	2,778	0.3	0.4	–	–	–	–	2,041	2,778	0.2	0.3	−0.1	−26.5
Suzuki	491	431	0.1	0.1	1,312	1,113	0.4	0.3	1,803	1,544	0.2	0.2	0.0	16.8
Saab	1,733	1,615	0.3	0.2	–	–	–	–	1,733	1,615	0.2	0.2	0.0	7.3
Audi	923	1,279	0.2	0.2	–	–	–	–	923	1,279	0.1	0.1	0.0	−27.8
Jaguar	614	1,344	0.1	0.2	–	–	–	–	614	1,344	0.1	0.1	−0.1	−54.3
Daihatsu	408	503	0.1	0.1	143	194	0.0	0.1	551	697	0.1	0.1	0.0	−20.9
Range Rover	–	–	–	–	379	388	0.1	0.1	379	388	0.0	0.0	0.0	−2.3
Yugo	283	504	0.0	0.1	–	–	–	–	283	504	0.0	0.1	0.0	−43.8
Porsche	275	634	0.0	0.1	–	–	–	–	275	634	0.0	0.1	0.0	−56.6
Alfa Romeo	171	258	0.0	0.0	–	–	–	–	171	258	0.0	0.0	0.0	−33.7
Peugeot	86	295	0.0	0.0	–	–	–	–	86	295	0.0	0.0	0.0	−70.8
Sterling	0	265	0.0	0.0	–	–	–	–	0	265	0.0	0.0	0.0	−100.0
Other*	167	245	0.0	0.0	–	–	–	–	0	265	0.0	0.0	0.0	−31.8
TOTAL	**606,585**	**660,986**	**100.0**	**100.0**	**312,432**	**322,933**	**100.0**	**100.0**	**919,017**	**983,919**	**100.0**	**100.0**	**0.0**	**−6.6**
TOTAL BIG 3	**396,885**	**418,824**	**65.4**	**63.2**	**262,436**	**267,197**	**84.0**	**82.7**	**659,241**	**685,221**	**71.7**	**69.6**	**2.1**	**−3.8**
TOTAL JAPAN	**177,828**	**200,095**	**29.3**	**30.3**	**49,434**	**54,928**	**15.8**	**17.0**	**227,262**	**255,023**	**24.7**	**25.9**	**−1.2**	**−10.9**
TOTAL EUROPE	**23,942**	**32,380**	**3.9**	**4.9**	**562**	**808**	**0.2**	**0.3**	**24,504**	**33,188**	**2.7**	**3.4**	**−0.7**	**−26.2**
GM	220,148	218,519	36.3	33.1	100,836	111,249	32.3	34.4	320,984	329,768	34.9	33.5	1.4	−2.7
Ford	115,802	132,645	19.1	20.1	96,250	96,673	30.8	29.9	212,052	229,318	23.1	23.3	−0.2	−7.5
Chrysler	60,855	66,860	10.0	10.1	65,350	59,275	20.9	18.4	126,205	126,135	13.7	12.8	0.9	0.1
Toyota/Lexus	55,464	56,388	9.1	8.5	19,299	20,738	6.2	6.4	74,763	77,126	8.1	7.8	0.3	−3.1
Honda/Acura	58,182	76,036	9.6	11.5	–	–	–	–	58,182	76,036	6.3	7.7	−1.4	−23.5
Nissan/Infiniti	28,222	33,391	4.7	5.1	11,286	10,818	3.6	3.3	39,508	44,209	4.3	4.5	−0.2	−10.6
VW/Audi	6,963	9,970	1.1	1.5	183	420	0.1	0.1	7,146	10,390	0.8	1.1	−0.3	−31.2
†Geo	*18,728*	*21,397*	*3.1*	*3.2*	*1,826*	*2,799*	*0.6*	*0.9*	*20,554*	*24,196*	*2.2*	*2.5*	*−0.2*	*−15.1*
*Made by Japan**	*201,340*	*226,685*	*33.2*	*34.3*	*50,772*	*57,637*	*16.3*	*17.8*	*252,112*	*284,322*	*27.4*	*28.9*	*−1.5*	*−11.3*

*Includes 1991 estimated sales of 80-Ferrari, 27-Rolls/Bentley, 22-Lotus, 20-Maserati, 13-Lamborghini, and 5-Aston Martin.

**Includes vehicles sold by Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by Japanese but made in Big 3 plants.

U.S. CAR AND LIGHT-TRUCK SALES, 11 MONTHS — 1991 vs. 1990

Make	Car Sales 1991	Car Sales 1990	1991 Share	1990 Share	Truck Sales 1991	Truck Sales 1990	1991 Share	1990 Share	Car & Truck Totals 1991	Car & Truck Totals 1990	% Share of Total Car & Truck Market 1991	% Share of Total Car & Truck Market 1990	Changes Share (Points)	Changes Sales (Percent)
Ford	998,058	1,236,072	13.2	14.3	1,116,513	1,282,249	29.3	30.0	2,114,571	2,518,321	18.6	19.5	−0.9	−16.0
Chevrolet/Geo†	1,078,599	1,277,765	14.2	14.8	981,871	1,162,926	25.8	27.2	2,060,470	2,440,691	18.1	18.9	−0.8	−15.6
Toyota	614,912	655,841	8.1	7.6	244,680	256,755	6.4	6.0	859,592	912,596	7.5	7.1	0.5	−5.8
Dodge	305,870	331,777	4.0	3.8	413,627	434,256	10.9	10.2	719,497	766,033	6.3	5.9	0.4	−6.1
Honda	614,627	676,981	8.1	7.8	–	–	–	–	614,627	676,981	5.4	5.2	0.2	−9.2
Nissan	350,249	395,284	4.6	4.6	158,738	164,307	4.2	3.8	508,987	559,591	4.5	4.3	0.1	−9.0
Buick	505,966	499,714	6.7	5.8	–	–	–	–	505,966	499,714	4.4	3.9	0.6	1.3
Pontiac	453,857	596,860	6.0	6.9	21,644	27,992	0.6	0.7	475,501	624,852	4.2	4.8	−0.7	−23.9
Oldsmobile	402,051	473,434	5.3	5.5	28,958	23,940	0.8	0.6	431,009	497,374	3.8	3.8	−0.1	−13.3
Mercury	348,290	364,896	4.6	4.2	–	–	–	–	348,290	364,896	3.1	2.8	0.2	−4.6
Plymouth	160,284	233,889	2.4	2.7	159,620	157,962	4.2	3.7	339,904	391,851	3.0	3.0	0.0	−13.3
Mazda	207,622	214,629	2.7	2.5	114,717	115,327	3.0	2.7	322,339	329,956	2.8	2.6	0.3	−2.3
GMC	–	–	–	–	260,900	301,664	6.9	7.1	260,900	301,664	2.3	2.3	0.0	−13.5
Cadillac	195,708	237,132	2.6	2.7	–	–	–	–	195,708	237,132	1.7	1.8	−0.1	−17.5
Mitsubishi	150,538	139,339	2.0	1.6	27,034	37,248	0.7	0.9	177,572	176,587	1.6	1.4	0.2	0.6
Lincoln	164,041	210,710	2.2	2.4	–	–	–	–	164,041	210,710	1.4	1.6	−0.2	−22.1
Jeep	–	–	–	–	162,417	184,203	4.3	4.3	162,417	184,203	1.4	1.4	0.0	−11.8
Acura	133,622	128,421	1.8	1.5	–	–	–	–	133,622	128,421	1.2	1.0	0.2	4.0
Chrysler	112,988	174,322	1.5	2.0	4,193	2,593	0.1	0.1	117,181	176,915	1.0	1.4	−0.3	−33.8
Hyundai	110,619	124,415	1.5	1.4	–	–	–	–	110,619	124,415	1.0	1.0	0.0	−11.1
Isuzu	12,254	5,175	0.2	0.1	88,040	96,399	2.3	2.3	100,294	101,574	0.9	0.8	0.1	−1.3
Subaru	99,415	99,687	1.3	1.2	–	–	–	–	99,415	99,687	0.9	0.8	0.1	−0.3
VW	86,695	121,995	1.1	1.4	4,898	6,276	0.1	0.1	91,593	128,271	0.8	1.0	−0.2	−28.6
Saturn	66,550	641	0.9	0.0	–	–	–	–	66,550	641	0.6	0.0	0.6	–
Volvo	63,922	83,934	0.8	1.0	–	–	–	–	63,922	83,934	0.6	0.6	−0.1	−23.8
Lexus	62,512	56,791	0.8	0.7	–	–	–	–	62,512	56,791	0.5	0.4	0.1	10.1
Eagle	55,697	56,604	0.7	0.7	–	–	–	–	55,697	56,604	0.5	0.4	0.1	−1.6
Mercedes	54,112	69,217	0.7	0.8	–	–	–	–	54,112	69,217	0.5	0.5	−0.1	−21.8
BMW	47,804	56,784	0.6	0.7	–	–	–	–	47,804	56,784	0.4	0.4	0.0	−15.8
Infiniti	32,746	20,882	0.4	0.2	–	–	–	–	32,746	20,882	0.3	0.2	0.1	56.8
Saab	24,019	24,250	0.3	0.3	–	–	–	–	24,019	24,250	0.2	0.2	0.0	−1.0
Suzuki	5,199	6,246	0.1	0.1	15,131	13,061	0.4	0.3	20,330	19,307	0.2	0.1	0.0	5.3
Audi	11,114	19,757	0.1	0.2	–	–	–	–	11,114	19,757	0.1	0.2	−0.1	−43.7
Jaguar	8,683	16,524	0.1	0.2	–	–	–	–	8,683	16,524	0.1	0.1	−0.1	−47.5
Daihatsu	5,773	10,066	0.1	0.1	2,574	4,161	0.1	0.1	8,347	14,227	0.1	0.1	0.0	−41.3
Porsche	4,117	8,328	0.1	0.1	–	–	–	–	4,117	8,328	0.0	0.1	0.0	−50.6
Peugeot	3,462	3,949	0.0	0.0	–	–	–	–	3,462	3,949	0.0	0.0	0.0	−12.3
Alfa Romeo	3,296	3,175	0.0	0.0	–	–	–	–	3,296	3,175	0.0	0.0	0.0	3.8
Range Rover	–	–	–	–	2,831	4,057	0.1	0.1	2,831	4,057	0.0	0.0	0.0	−30.2
Sterling	2,744	3,708	0.0	0.0	–	–	–	–	2,744	3,708	0.0	0.0	0.0	−26.0
Yugo	2,744	6,109	0.0	0.1	–	–	–	–	2,744	6,109	0.0	0.0	0.0	−55.1
Other*	2,183	2,595	0.0	0.0	–	–	–	–	2,183	2,595	0.0	0.0	0.0	0.0
TOTAL	**7,582,942**	**8,647,898**	**100.0**	**100.0**	**3,808,386**	**4,275,376**	**100.0**	**100.0**	**11,391,328**	**12,923,274**	**100.0**	**100.0**	**0.0**	**−11.9**
TOTAL BIG 3	**4,867,959**	**5,693,816**	**64.2**	**65.8**	**3,149,743**	**3,577,785**	**82.7**	**83.7**	**8,017,702**	**9,271,601**	**70.4**	**71.7**	**−1.4**	**−13.5**
TOTAL JAPAN	**2,289,469**	**2,409,342**	**30.2**	**27.9**	**650,914**	**687,258**	**17.1**	**16.1**	**2,940,383**	**3,096,600**	**25.8**	**24.0**	**1.9**	**−5.0**
TOTAL EUROPE	**314,895**	**420,325**	**4.2**	**4.9**	**7,729**	**10,333**	**0.2**	**0.2**	**322,624**	**430,658**	**2.8**	**3.3**	**−0.5**	**−25.1**
GM	2,702,731	3,085,546	35.6	35.7	1,293,373	1,516,522	34.0	35.5	3,996,104	4,602,068	35.1	35.6	−0.5	−13.2
Ford	1,510,389	1,811,678	19.9	20.9	1,116,513	1,282,249	29.3	30.0	2,626,902	3,093,927	23.1	23.9	−0.9	−15.1
Chrysler	654,830	796,592	8.6	9.2	739,857	779,014	19.4	18.2	1,394,696	1,575,606	12.2	12.2	0.1	−11.5
Toyota/Lexus	677,424	712,632	8.9	8.2	244,680	256,755	6.4	6.0	922,104	969,387	8.1	7.5	0.6	−4.9
Honda/Acura	748,249	805,402	9.9	9.3	–	–	–	–	748,249	805,402	6.6	6.2	0.3	−7.1
Nissan/Infiniti	382,995	416,166	5.1	4.8	158,738	164,307	4.2	3.8	541,733	580,473	4.8	4.5	0.3	−6.7
VW/Audi	97,809	141,752	1.3	1.6	4,898	6,276	0.1	0.1	102,707	148,028	0.9	1.1	−0.2	−30.6
†Geo	*225,251*	*245,047*	*3.0*	*2.8*	*27,247*	*29,222*	*0.7*	*0.7*	*252,498*	*274,269*	*2.2*	*2.1*	*0.1*	*−7.9*
*Made by Japan**	*2,578,375*	*2,715,045*	*34.0*	*31.4*	*671,766*	*726,305*	*17.6*	*17.0*	*3,248,141*	*3,441,350*	*28.5*	*26.6*	*1.9*	*−5.6*

*Includes 1991 estimated sales of 800-Ferrari, 586-Rolls/Bentley, 270-Lotus, 700-Maserati, 130-Lamborghini, and 50-Aston Martin.

**Includes vehicles sold by Big 3 but made in plants managed by Japanese companies; excludes vehicles sold by Japanese but made in Big 3 plants.

TOP 10 SELLERS, NOVEMBER 1991

	Sales
1. Ford F-series pickup	34,546
2. Chevrolet C/K pickup	30,762
3. Honda Accord	26,809
4. Ford Taurus	23,041
5. Ford Explorer	22,702
6. Toyota Camry	19,368
7. Honda Civic	17,831
8. Buick LeSabre	17,296
9. Dodge Caravan	16,761
10. Ford Ranger	16,401

Source: Automotive News Data Center

SALES

Big 3 regain market share

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incentive programs, dealers tend to boost sales in the final 10 days of every month.

Fleet sales helped prop up November's total, although they were down at Ford Motor Co. Sales of U.S.-built cars, including Japanese transplants, jumped 16.1 percent in the Nov. 20-30 period.

Chrysler Corp. sales included an increase in fleet sales of its larger cars.

For the first time this year, the Japanese market share fell below its year-earlier figure. The share going to Japanese companies in November was 24.7 percent, 1.2 points behind the year-ago month.

American Honda accounted for most of the decline, even though the Accord continued to be the top-selling car for the month.

Sales for the Honda brand plunged 30.4 percent below an unusually strong year-ago month. Honda had dealer incentives on Accords a year ago and no incentives last month. Spokesman Michael Ackerman said Honda also has been short of new Civics, which didn't go into production in Ohio until early October.

Thirteen nameplates posted improved monthly numbers. Some marked a turnaround from a poor performance so far this year — especially Chrysler brand cars, which were up 29.0 percent for the month although they were down 35.2 percent for 11 months.

Besides an increase in fleet sales, Chrysler Corp. set a November record for sales of minivans, at 30,941. Chrysler also has an extensive menu of customer incentives, including a separate program for the Northeast sales zone that began Nov. 16.

Chrysler Corp. was the only Big 3 company that managed to top the year-ago month. The gain was 70 units as an increase in light-truck sales offset a decline in car sales.

General Motors sales were 2.7 percent behind the year-ago month, but several of GM's new cars posted big increases. They included the Cadillac Seville, the Pontiac Bonneville, the Oldsmobile Eighty-Eight Royale and the Buick LeSabre. All three brands in the Buick-Oldsmobile-Cadillac Group showed a November gain. So did Saturn, compared to its slim start-up sales last year.

Ford Motor Co. sales were off 7.5 percent in November.

Mitsubishi posted a monthly sales increase of 27.5 percent. Spokesman Kim Custer acknowledged that fleet sales played a role, but he said sales of recently introduced models like the Expo and Expo LRV helped.

For 11 months, Mitsubishi was 0.6 percent ahead of last year. That's stronger than it looks, considering that after 11 months last year, the company was 33.7 percent above 1989.

DOMESTIC CAR SALES, NOVEMBER & YTD

	Nov. 1991	Nov. 1990	11 Mos. 1991	11 Mos. 1990
Summit	680	436	7,840	558
Talon	1,995	2,422	28,111	26,150
Premier	800	1,048	10,632	17,434
Total Eagle	**3,475**	**3,906**	**46,583**	**44,142**
Horizon	0	111	505	11,843
Laser	1,606	2,263	26,769	38,434
Sundance	5,554	6,080	49,680	60,054
Reliant	0	0	0	2,371
Acclaim*	7,287	10,198	87,052	101,092
Total Plymouth	**14,447**	**18,652**	**164,006**	**213,794**
LeBaron A*	4,057	1,474	21,770	28,634
LeBaron J	2,908	3,131	31,328	54,626
LeBaron GTS	0	0	0	1,544
Fifth Avenue (rwd)	0	0	0	740
Fifth Avenue (fwd)	4,383	3,541	34,486	35,035
Imperial	1,001	1,299	9,769	11,789
New Yorker C	2,001	1,513	14,558	37,917
Total Chrysler	**14,350**	**10,958**	**111,911**	**170,285**
Omni	0	119	561	11,697
Shadow	6,990	6,595	72,038	67,634
Monaco	379	990	7,532	11,801
Daytona	1,495	1,947	13,672	32,853
Aries	0	0	0	1,915
Lancer	0	0	0	1,081
Spirit*	7,053	7,646	76,511	83,249
Dynasty	8,182	10,854	100,370	97,485
Total Dodge	**23,799**	**28,151**	**270,684**	**337,715**
CHRYSLER CORP.	**56,871**	**61,667**	**583,184**	**735,936**
Escort*	15,474	21,977	226,694	269,695
Mustang	6,554	11,055	74,618	117,826
Tempo	14,603	10,454	175,019	201,156
Taurus	23,041	21,967	275,540	289,949
Thunderbird	5,376	8,627	68,825	99,947
Probe	3,085	3,338	73,505	99,755
Crown Victoria	4,342	9,220	65,714	107,612
Total Ford Div.	**72,475**	**86,638**	**959,915**	**1,185,940**
Topaz	4,863	3,084	54,399	66,385
Sable	8,324	6,613	91,446	90,633
Cougar	2,759	4,426	52,212	71,089
Grand Marquis	5,448	6,528	88,558	96,184
Total Mercury	**21,394**	**20,651**	**286,615**	**324,291**
Continental	2,996	5,929	49,053	57,341
Town Car	8,775	10,291	106,200	134,048
Mark VII	555	757	8,788	19,321
Total Lincoln	**12,326**	**16,977**	**164,041**	**210,710**
Total L-M Div.	**33,720**	**37,628**	**450,656**	**535,001**
FORD MOTOR CO.	**106,195**	**124,266**	**1,410,571**	**1,720,941**
Skyhawk	0	0	0	827
Roadmaster	3,717	0	36,441	0
Somerset/Skylark	2,821	5,162	55,736	85,830
Century*	8,867	8,512	121,245	104,798
Regal	6,185	8,444	98,809	82,835
LeSabre	17,296	10,073	100,147	143,367
Reatta	48	448	2,229	6,188
Electra/Park Ave.	5,293	7,346	79,235	56,974
Riviera	789	1,226	12,123	18,895
Total Buick	**45,022**	**41,211**	**505,966**	**499,714**
Allante	89	259	2,568	3,107
Seville	2,181	1,491	24,535	30,438
DeVille	14,581	13,657	134,436	151,649
Brougham	2,456	2,630	20,155	30,915
Eldorado	1,601	1,692	14,014	21,023
Total Cadillac	**20,908**	**19,729**	**195,708**	**237,132**
Geo Metro	7,720	8,652	68,910	43,546
Geo Prizm	6,929	6,790	90,861	100,128
Cavalier*	15,882	23,349	240,299	273,571
Camaro	4,426	3,809	50,164	74,828
Celebrity	0	298	615	28,119
Corsica/Beretta	16,146	14,192	214,043	264,153
Lumina	14,059	13,912	204,742	204,245
Caprice	6,128	6,607	108,717	145,608
Corvette	1,297	1,572	16,047	20,797
Total Chevrolet	**72,587**	**79,181**	**994,398**	**1,154,995**
Calais	1,188	6,702	46,806	93,641
Achieva	29	0	29	0
Cutlass Ciera*	10,336	7,554	127,933	126,110
Cutlass Supreme	5,775	8,177	82,199	102,844
Eighty Eight	10,018	5,786	75,137	70,905
Custom Cruiser	436	15	6,935	6,509
Ninety Eight	4,295	2,975	56,487	44,215
Toronado	457	871	6,525	13,392
Total Oldsmobile	**32,534**	**32,080**	**482,031**	**473,434**
Sunbird	6,060	9,660	83,486	113,051
Firebird	1,493	1,836	22,731	37,130
Grand Am	11,783	13,276	133,982	191,184
Pontiac 6000	235	2,323	21,482	45,269
Grand Prix	7,569	6,392	96,092	109,254
Bonneville H	8,368	4,896	63,900	63,681
Total Pontiac	**35,508**	**38,383**	**421,673**	**559,569**
Total Saturn	**8,355**	**641**	**66,550**	**641**
GENERAL MOTORS	**214,914**	**211,225**	**2,586,346**	**2,925,485**
Civic	10,935	15,067	147,802	179,137
Accord	20,828	25,338	303,669	263,013
HONDA	**31,763**	**40,405**	**451,471**	**442,150**
MX-6	695	1,576	20,132	26,913
626	3,735	2,754	53,635	41,014
MAZDA	**4,430**	**4,330**	**73,767**	**71,038**
Eclipse	3,376	3,656	46,645	45,936
Mirage	2,549	98	18,534	137
MITSUBISHI	**5,925**	**3,754**	**65,179**	**45,873**
NISSAN Sentra	**8,172**	**9,328**	**104,421**	**100,903**
Corolla	11,475	10,163	130,365	125,118
Camry	13,347	13,128	175,462	195,364
TOYOTA	**24,822**	**23,291**	**305,827**	**320,572**
SUBARU Legacy	**1,789**	**2,211**	**47,457**	**12,356**
SUZUKI Swift	**35**	**0**	**690**	**0**
DOMESTIC TOTAL	**454,116**	**480,477**	**5,638,883**	**6,375,454**
IMPORT TOTAL	**152,469**	**180,509**	**1,944,059**	**2,272,444**
INDUSTRY TOTAL	**606,585**	**660,986**	**7,582,942**	**8,647,898**

*Includes units produced in Mexico.

JAGUAR

Losses continue; Scheele appointed

continued from PAGE 1

pressure worldwide, Ford can ill-afford the blank check it will take to upgrade Jaguar's 10-year-old lineup. And yet, analysts agree, it can't afford not to.

"Jaguar's condition is absolutely hideous," a London-based analyst said. "They are under pressure on every front and need billions to modernize their lineup. Ford must either turn hard and shut Jaguar down or find more money to put into them. They can't afford to wait."

Ford is known to be pinning much of its hopes for Jaguar's future on an all-new downsized model that could share a platform with one of Ford's European models. Although a Jaguar spokesman insisted earlier this year that the so-called Baby Jag "definitely" is in the company's mid-1990s new-product lineup, he conceded that the car had not been committed to production.

Hayden and Grant had been tasked with modernizing Jaguar's archaic production system and with developing a long-range product plan for the company.

Hayden, Ford of Europe's former vice president of manufacturing, launched a far-reaching restructuring of Jaguar's operations aimed at sharply improving efficiency and boosting output. Frequently quoted as being "appalled" at the state of Jaguar's manufacturing plant when he took over, Hayden has since drafted a sweeping development plan that would boost output to 150,000 units a year from peak production of 51,939 in 1988.

But many London-based analysts say they are appalled at what Ford has done to Jaguar in the name of efficiency. Despite Ford's promises to safeguard Jaguar's unique character and soul, they say, it is turning Jaguar into a "mini-Ford."

"Some of the things that Ford is doing to Jaguar make me shiver," said industry analyst Karl Ludvigsen, himself a former vice chairman of Ford of Europe.

"I'm concerned that they are over-Fording Jaguar. It is losing its identity. Jaguar has its own special character, and I don't see how they can replace that."

Staff Correspondent Ed Wendt in London contributed to this report.

LIGHT-TRUCK SALES, NOVEMBER & YTD

	Nov. 1991	Nov. 1990	11 Mos. 1991	11 Mos. 1990
Town & Country	692	186	4,193	2,593
Total Chrysler	**692**	**186**	**4,193**	**2,593**
Vans	2,649	2,879	40,175	50,982
Ram Wagon	995	913	16,174	19,774
Caravan	16,761	16,057	190,586	178,812
Caravan C/V	505	461	8,039	10,058
Ram 50**	524	739	4,241	11,084
Raider**	0	0	0	1,092
Ramcharger	390	501	5,242	9,886
Dakota	8,111	509	74,779	69,930
Pickups	6,216	5,235	74,391	82,638
Total Dodge	**36,151**	**31,876**	**413,627**	**434,256**
Voyager	13,488	13,146	159,620	157,962
Total Plymouth	**13,488**	**13,146**	**159,620**	**157,962**
Wrangler	3,344	3,127	43,570	47,199
Cherokee	11,136	9,985	109,449	116,068
Grand Wagoneer	0	348	3,173	9,259
Comanche	539	607	6,225	11,677
Total Jeep	**15,019**	**14,067**	**162,417**	**184,203**
CHRYSLER CORP.	**65,350**	**59,275**	**739,857**	**779,014**
Vans	7,708	7,750	96,053	134,837
Aerostar	11,010	12,783	136,299	167,487
Club Wagon	1,845	1,428	18,290	19,208
Ranger	16,401	20,490	217,956	262,887
Bronco	2,038	2,452	23,668	44,475
Bronco II/Explorer	22,702	19,053	230,440	162,151
Pickups	34,546	32,717	393,807	491,204
FORD MOTOR CO.	**96,250**	**96,673**	**1,116,513**	**1,282,249**
Vans	5,200	6,434	74,406	94,260
Sportsvan	493	459	7,573	7,855
Geo Tracker*	1,826	2,799	29,073	32,021
Astro	8,337	8,222	98,228	113,142
Lumina APV	3,089	3,628	44,481	59,921
S10	12,980	15,397	187,883	197,715
S10 Blazer	9,711	10,879	112,631	136,769
Blazer	263	842	8,851	15,066
Suburban	1,441	3,410	34,004	51,274
Pickups	30,762	33,058	384,741	454,903
Total Chevrolet	**74,102**	**85,128**	**981,871**	**1,162,926**
Vans	2,431	2,445	30,117	33,641
Safari	2,938	2,202	31,417	31,823
S1/Sonoma	3,035	3,514	41,074	42,659
S15 Jimmy	2,403	2,509	26,998	33,961
Jimmy	58	268	2,239	4,388
Suburban	758	1,523	15,089	22,097
Pickups	9,272	10,004	110,621	129,497
P Model	78	131	2,052	2,415
W4	166	93	1,293	1,183
Total GMC	**21,139**	**22,689**	**260,900**	**301,664**
Silhouette	1,813	1,623	17,766	23,922
Bravada	1,731	13	11,192	18
Total Oldsmobile	**3,544**	**1,636**	**28,958**	**23,940**
Trans Sport	2,051	1,796	21,644	27,992
Total Pontiac	**2,051**	**1,796**	**21,644**	**27,992**
GENERAL MOTORS	**100,836**	**111,249**	**1,293,373**	**1,516,522**
DAIHATSU Rocky	**143**	**194**	**2,574**	**4,161**
Pickup*	2,441	4,529	33,436	43,189
Amigo	486	544	7,354	9,317
Trooper	1,119	2,335	25,132	39,429
Rodeo*	2,378	1,294	22,118	4,464
ISUZU	**6,424**	**8,702**	**88,040**	**96,399**
Pickup	5,074	4,721	58,370	73,600
MPV	2,540	3,890	45,711	39,376
Navajo*	1,012	829	10,636	2,351
MAZDA	**8,626**	**9,440**	**114,717**	**115,327**
Pickup	771	1,688	17,533	23,169
Montero	1,572	2,206	9,442	13,358
Van	1	29	59	721
MITSUBISHI	**2,344**	**3,923**	**27,034**	**37,248**
Pickup*	8,041	7,268	121,615	125,400
Pathfinder	3,244	3,047	35,998	29,641
Axxess	1	501	334	7,461
Van	0	2	6	62
Hawaii	0	0	785	1,743
NISSAN	**11,286**	**10,818**	**158,738**	**164,307**
RANGE ROVER	**379**	**388**	**2,631**	**4,057**
Samurai	223	374	4,197	5,307
Sidekick*	1,089	739	10,934	7,754
SUZUKI	**1,312**	**1,113**	**15,131**	**13,061**
Pickups	11,511	12,803	148,442	168,110
Previa	3,612	3,634	47,435	38,312
4Runner	3,501	3,647	41,114	44,686
Land Cruiser	675	654	7,689	5,415
Van	0	0	0	232
TOYOTA	**19,299**	**20,738**	**244,680**	**256,755**
VOLKSWAGEN Vanagon	**183**	**420**	**4,898**	**6,276**
IMPORTS	**49,996**	**55,736**	**658,643**	**697,591**
INDUSTRY TOTAL	**312,432**	**322,933**	**3,808,386**	**4,275,376**

*Includes domestic vehicles.

Sales charts compiled by Karen Dabkowski

GM recalls cars for belt, brake ills

DETROIT — General Motors is recalling about 911,000 cars to correct problems with front seat belts and parking brakes.

The recalls cover:

- About 830,000 Chevrolet Corsicas and Berettas built in the 1989-1990 model years and a portion of the 1988 model year; the front belt shoulder retractors will be replaced. GM said the pendulum mechanism that locks the shoulder belt during a sudden stop may not work due to a broken mounting base.
- About 60,000 1991 Chevrolet Cavaliers and Pontiac Sunbirds to replace front door striker studs that do not meet design specifications. The studs help keep front doors in place during a collision so the door frame won't collapse.
- Parking brake assemblies on about 21,000 1991 Buick Park Avenue and Ultra models, 1991 Oldsmobile 98 Elite and Touring Sedans, and 1992 Buick LeSabres, Pontiac Bonnevilles and Oldsmobile 88 Royales. GM said the parking brake may partially release after being set.

Ford recalls trucks for emissions fix

DEARBORN, Mich. — Ford Motor Co. is recalling about 21,000 1985 and 1986 Broncos, Econoline vans and F-Series light trucks that may exceed federal emission standards.

The vehicles are equipped with 4.9-liter engines built for sale in high altitude areas. Dealers will replace the spark plugs and install a vacuum retard delay valve.

INCENTIVE WATCH— DEALER INCENTIVES

NEW PROGRAMS

SUZUKI (expires Feb. 3)

Swift (1992)	$400-700
Swift (1991)	$700-1,000
Sidekick (1992)	$200-700
Sidekick (1991)	$700-1,000

CONTINUING PROGRAMS

ACURA (1991 models, expires Jan. 3)

Legend sedan	$2,500
Legend coupe	$3,000

ALFA ROMEO (expires Dec. 31)

164, 164L automatic (1991)	Up to $200 per car monthly in floorplan aid

AUDI (1991 models; expires Dec. 31)

Audi 100	$3,500
Audi 200	$4,000
Other models (if dealer orders quota from Audi)	$1,500-5,000 per sale
Other models (if dealer does not order quota from Audi)	$750-3,500 per sale

CHRYSLER CORP. (expires Dec. 31)

Jeep Cherokee (1991)	$500
Jeep Cherokee (1992)	$750

GENERAL MOTORS

Chevrolet (expires Feb. 4)	
Caprice (1992)	$250-800, quota
Camaro (1992)	$300-750, quota
Corvette ZR-1 (1992)	$2,000
Other Corvette (1992)	$1,000
Corvette ZR-1 (1991)	$3,000
Other Corvette (1991)	$2,000
Cadillac Allante (1991) (no expiration date)	$7,500 on first sale, $8,500 on additional sales
Pontiac Sunbird	$300

ISUZU (1991-92 models, unless otherwise noted; expires Dec. 31)

Cars*	$800-1,800
All pickups*	$1,000-1,500
4x4 pickups (bonus, 1990-91)	$500
Trooper*	$1,500-1,800
Rodeo*	$00-500

*Based on number sold

LOTUS (1991, no expiration date)

Elan	$5,000
Esprit Turbo	$11,000-15,000

MITSUBISHI (expires Dec. 31)
Rebates vary by region and apply to 1990-92 models.

Mirage	$500-1,000
Eclipse	0-$1,300
Galant	0-$1,750
Pickups	0-$1,200
Montero	0-$2,000

NISSAN
(expires Jan. 3, unless otherwise noted)

1992 models

Stanza	$1,000
Maxima GXE	$800
Sentra	$300
Pickups	$900
Pathfinder	$600

1991 models

Stanza	$1,800
Maxima	$800
240SX	$600
Sentra	$300
Pathfinder	$1,400
Pickups	$1,200
300ZX (expires Feb. 2)	$2,500-3,500, quota

PEUGEOT (no expiration date)

405	$5,000
505	$6,000

SUBARU (expires Jan. 3)

Legacy (1991)	$1,200-1,700, based on region

STERLING (no expiration date)

All models	$8,000*

*Or $3,000 if customer chooses 0 percent financing

TOYOTA (expires Jan. 3)

Camry (1991), Corolla (1991-92)	$500-700, quota
Base 4x2 pickup (1991-92)	$1,000-1,400, quota
Other pickups	$600-1,000, quota

VOLKSWAGEN
(no expiration date)

Passat (1991)	$500
Jetta, Fox, Golf (1991)	$500
All 1990 cars	$500-1,500

VOLVO (1991 models; expires Dec. 31)

240 series	$1,500
740 series	$1,750-2,500
940 series	$1,500-2,500
780 coupe	$2,500

Ford extends buyer rebates

LIZ PINTO
Staff Reporter

Ford Motor Co. has extended its customer rebates and cut-rate financing programs on many vehicles through Feb. 4.

Chevrolet boosted the buyer incentive from $300 to $500 on 1992 Cavalier models until Feb. 4.

Ford is offering buyer rebates of $500 to $1,000 on many 1992 models and $400 to $2,000 on some 1990-91 models. While many models retain their former rebates, the payments on the 1992 Ford Probe, Taurus SHO and Crown Victoria and Mercury Grand Marquis have been increased from $750 to $1,000. New to the list is a $1,000 incentive on the 1992 Econoline with the RV package.

For 1990-91 Ford Division models and 1991 Mercury models, most incentives remain the same as in the previous program. But the Ford Escort, Mustang and Thunderbird increased from $400 to $750, as did the Mercury Tracer and Cougar. The Mercury Capri rebate rose to $2,000 from $1,000. The $2,000 incentive on 1991 Lincolns was not renewed.

incentive WATCH

Buyers in the Chicago and Kansas City regions can obtain 2.9 percent financing for loans up to 48 months on the Escort or Tracer. The offer ends Jan. 3.

The Aerostar is offered to Northeast residents at a 2.9 percent rate or a $1,000 rebate through Dec. 31.

American Suzuki Motor Corp. has extended its dealer incentives until Feb. 3. Incentives on 1991 and 1992 Swifts are unchanged.

The 1992 Sidekick has rebates of $300 to $700, and the 1991 carries rebates of $500 to $1,000.

Last week, Saab Cars USA extended its Flexible Finance Program for 1992 Saab 9000s and 900s through Dec. 31. The program allows consumers to choose interest rates of zero to 10 percent with monthly payments based on their down payment.

A financial contribution is required by the dealer.

SKINNER

New chief of staff is pragmatic

continued from PAGE 4

ner will will respond to arguments to limit Japanese imports.

"If you've got a good point to make against the Japanese, you will get a chance to make it" with Skinner, a trade analyst said.

Because of that, the choice of a new secretary of commerce to succeed Robert Mosbacher — named last week to head Bush's re-election campaign — could be crucial in determining the future course of U.S.-Japanese trade negotiations.

Skinner's appointment as Bush's chief aide, announced last Thursday, has temporarily created a leadership vacuum at the Department of Transportation. His departure comes on the heels of several recent moves at the department, including the appointment Deputy Secretary Elaine Chao to head the Peace Corps, the recent confirmation of James Busey to replace Chao, and the nomination of National Highway Traffic Safety Administrator Jerry Curry to replace Busey as head of the Federal Aviation Administration.

Curry's appointment has been put on hold in the Senate, probably until after the first of the year.

Busey, who was sworn in as deputy secretary only last Wednesday, will become acting secretary upon Skinner's departure. Busey, 59, was a career Navy officer until he took over at FAA in 1989. He has been regarded as Skinner's eventual successor as transportation secretary, and he heads the list of candidates for the permanent job.

Also named as possible successors have been Federal Highway Administrator Thomas Larson; Louisiana's recently defeated Republican Gov. Buddy Roemer, who has been active in transportation issues both as a former congressman and in the National Governors Association; Congressman John Paul Hammerschmidt, R-Ark., a sponsor of the recently approved $151 billion federal highway bill; and former Congressman Stan Parrish of Virginia.

Meanwhile, officials at NHTSA say the agency has a full agenda for the next several months and they don't anticipate any major hitches while new leadership is being put in place.

NHTSA's key task will be meeting a May 31 deadline for a series of safety regulations required under the new highway bill, said Barry Felrice, NHTSA's associate administrator for rulemaking.

INCENTIVE WATCH — CUSTOMER INCENTIVES

NEW PROGRAMS

FORD MOTOR CO.

1992 models
Expires Feb. 4. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Finance rates differ by vehicle lines and regions. No finance rate incentives on Lincoln models.

Ford Festiva, Tempo, Taurus	$500
Escort GT and LX-E, Mustang, Thunderbird	$750
Probe, Taurus SHO, Crown Victoria	$1,000
F series, Aerostar	$500
Ranger	$750
Aerostar (Northeast), Bronco, Econoline (RV pkg.)	$1,000
Mercury Topaz, Sable	$500
Capri, Tracer LTS, Cougar	$750
Grand Marquis	$1,000
Lincoln Town Car, Mark VII, Continental	$1,000

Pre-1992 models
1990-91 Ford Division models and 1991 Lincoln-Mercury models. Expires Feb. 4. In lieu of rebates, finance rates of 2.9 to 7.9 percent are offered. Finance rates differ by vehicle line and region.

Ford Tempo, Taurus	$400
Taurus SHO	$600
Escort, Mustang, Thunderbird	$750
Festiva, Probe	$1,000
Ranger, F series, Aerostar, Econoline (except E-150 RV)	$400
Aerostar (Northeast), Bronco, Econoline E-150 (RV pkg.)	$1,000
Mercury Topaz, Sable	$400
Tracer, Cougar	$750
Capri	$2,000

CONTINUING PROGRAMS

CHRYSLER CORP.
All programs expire Dec. 31. Finance rates in lieu of rebates start at 6.9 percent on minivans, 4.9 percent on other models.
In addition to the rebates on retail purchases listed here, Chrysler Corp. offers rebates under its Gold Key Plus Program. The rebates, which expire Dec. 31, are $250 to $2,000 on 1992 models and $150 to $1,975 on 1992 models.

1992 models

Chrysler Imperial, New Yorker Fifth Avenue	$1,000
LeBaron coupe, New Yorker Salon	$750
LeBaron sedan	$500
Dodge Monaco	$1,500
Dynasty	$1,000
Shadow conv.	$750
Shadow highline, Daytona, Spirit, Colt	$500
Shadow America	$300
Dodge Ram pickup (gas engine), Ram van conversion, Ramcharger	$1,000
Ram van and wagon, Dakota	$750
Ram 50	$300
Eagle Premier	$1,500
Talon, Summit	$500
Jeep Cherokee	$1,000
Comanche	$750
Wrangler	$500
Plymouth Sundance highline	$500
Acclaim, Laser, Colt hatchback	$500
Sundance America	$300

1990-91 models

Chrysler Imperial	$2,000
New Yorker Fifth Avenue and Salon, LeBaron sedan	$1,500
LeBaron coupe and conv.	$1,000
Dodge Shadow conv.	$2,000
Spirit, Monaco, Dynasty	$1,500
Daytona	$1,250
Colt GL, Shadow highline	$1,000
Shadow America, Colt	$700
Dodge Ram van conversion, Ram pickup (gas engine), Ramcharger	$1,500
Ram wagon, Ram van	$1,250
Dakota	$1,000
Ram 50	$750
Eagle Talon TSi, Premier	$1,500
Other Talon	$1,200
Summit 4-dr., Summit ES 3-dr.	$1,000
Summit base 3-dr.	$750
Jeep Cherokee, Grand Wagoneer	$1,500
Comanche	$1,000
Wrangler	$500
Plymouth Acclaim, Laser RS Turbo	$1,500
Other Laser	$1,200
Sundance highline	$1,000
Sundance America	$700
All awd minivans	$1,000
All 2wd minivans	$500

13 states in Northeast sales zone, expires Dec. 20. Replaces all national rebates on 1992 models in those states. National rebates continue on 1991 models not listed here. Interest rates in lieu of rebates range from 0 to 9.9 percent.

Dodge Shadow convertible (1991)	$2,000
Chrysler LeBaron sedan (1991-92), Plymouth Acclaim (1991-92), Dodge Spirit (1991-92)	$1,500
Dodge Shadow/Plymouth Sundance (1991-92)	$1,000
All minivans (1991-92)	$1,000
Dodge Dakota (1991-92)	$1,000

GENERAL MOTORS
Expires Feb. 4. Finance rates in lieu of rebates start at 2.9 percent for Buick, Oldsmobile and Pontiac; 6.9 percent for Chevrolet and GMC.

1992 models

Buick Skylark*	$250-750*
Century, Regal*	$250-1,000*
Riviera	$2,000
Chevrolet Caprice	$1,000
Geo Metro and Storm	$750
Geo Prizm, Camaro, Beretta, Lumina	$500
Cavalier	$500
G van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup	$750
C/K pickup	$500
GMC G-van, S15 Jimmy (except Typhoon)	$1,000
Sonoma (except Cyclone, GT), Safari	$750
Sierra (except Crew Cab)	$500
Oldsmobile Cutlass Ciera (national)	$1,000
Regional programs, various models	$500-2,000
Pontiac Trans Sport	$1,000
Grand Prix	$750
LeMans, Firebird	$500

*Based on option package selected.

1991 models

Cadillac All models except Allante (expires Dec. 31)	$2,000
Chevrolet Caprice	$1,000
Geo Metro, Camaro	$750
Geo Storm and Prizm, Beretta, Lumina	$500
Cavalier, Corsica	$300
V Blazer, Suburban, G-van, S/T Blazer, Lumina APV	$1,000
Geo Tracker, Astro, S/T pickup, R/V and C/K pickups	$500
GMC V Jimmy, Suburban	$1,500
S15 Jimmy, G-van, Safari	$1,000
Sonoma (except Cyclone)	$750
Sierra, R/V pickups	$500
Oldsmobile - regional programs, various models	$500-2,000
Pontiac Trans Sport, LeMans, Firebird	$1,000
Grand Prix	$750

HYUNDAI
49 states (expires Jan. 3)

Sonata with SE pkg. (1991), Excel with SE pkg. (1991)	$500
Scoupe (1991), Excel base (1991)	$750
Other Excel (1991), Other Sonata (1991)	$1,000
California only (1991 models, expires April 2)	
Excel, Scoupe	$750-1,000
Sonata	$1,000-1,500
All states (1991 models, expires Jan. 3)	
All 1991 models if trade is a 1986-90 Hyundai	$1,000

MAZDA (expires Jan. 3)

Navajo (1991)	$1,000
Trucks (1992)	$1,000

MITSUBISHI (expires Dec. 31)

California (1990-91) Precis	$500
Hawaii (1990-91) Galant	$1,500
Eclipse	$750
Mirage	$500
Pickups, Montero	$750-800

ROLLS-ROYCE/BENTLEY (1991 models; expires Dec. 31)

All models	Company pays U.S. luxury tax

SUBARU (expires Jan. 3)

Legacy L and L Plus (1992)	$500
Loyale (1991-92)	$500
XT, XT-6 (1991)	$2,000

Nader slows Curry's move to head FAA

MAX GATES
Staff Reporter

WASHINGTON — Jerry Curry's running feud with auto safety advocates has apparently left in limbo Senate confirmation of his nomination to head the Federal Aviation Administration.

Curry, head of the National Highway Traffic Safety Administration, was named by President Bush on Nov. 22 to the top FAA post. His nomination had appeared headed for swift Senate approval.

But at the request of Ralph Nader, Sen. Howard Metzenbaum, D-Ohio, used his Senate privilege and put a hold on Curry's confirmation vote, cutting off quick approval by the full Senate. A full hearing would give Nader and others a high-profile forum to criticize Curry and NHTSA.

Curry has told his NHTSA staff that he likely will be on the job until the end of the year. The Senate returns to work in January.

Senate confirmation was earlier held up by Sen. Richard Bryan, D-Nev. Curry had opposed Bryan's bill to increase corporate average fuel economy standards.

But Curry made a trip to Bryan's office on Capitol Hill before Thanksgiving, joking his staff, "I'm going to see if I remember my Groveling 101." After the visit, Bryan dropped his opposition to the Curry nomination.

Sources said Nader spent several hours on the telephone the day before Thanksgiving, seeking a senator who would delay Curry's confirmation vote. He eventually found Metzenbaum.

Nader believes Curry has not been tough enough on car manufacturers over safety issues.

Speculation on Curry's successor continues to center on Kate Moore, assistant secretary for budget and programs at the Department of Transportation.

SCHEDULED PLANT CLOSINGS

Plant	Weeks down	Units lost/ week
CHRYSLER		
Brampton, Ontario	12/9	
Eagle Premier		500
Dodge Monaco		100
FORD		
Dearborn, Mich.	12/9	3,700
Ford Mustang		
Edison, N.J.	12/9	2,800
Ford Ranger	12/9	
Lorain, Ohio (Truck)		2,200
Ford Econoline/Club Wagon		
Wayne, Mich.	12/9	5,800
Ford Escort		
GENERAL MOTORS		
Van Nuys, Calif.	12/9, 12/16 12/23, 12/30	
Chevrolet Camaro		1,400
Pontiac Firebird		600
Willow Run, Mich.	12/9, 12/16, 12/23, 12/30	
Chevrolet Caprice		2,600
Buick Roadmaster		400
Olds. Custom Cruiser		150
Shreveport, La.	12/9, 12/16 12/23, 12/30	
Chevrolet S10 pickup		5,100
GMC Sonoma/Syclone		1,100
Chevrolet S10 Blazer		3,100
GMC Yukon		50
Total U.S. car		**14,650**
Total U.S. truck		**14,350**
Total Canada car		**600**
Total units lost week of 12/9		**29,600**

Source: Automotive News Data Center

ISUZU

Management team includes GM men

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won't happen.

There also has been speculation that Isuzu might quit the passenger-car business altogether and concentrate on its strength in the commercial and sport-utility fields.

"I don't think they will," said Johnson.

"It is up to the management to decide, but (Isuzu) is the heart of the Geo franchise," he said. "The Storm is the most successful product in the franchise."

Although the Storm is based on the Isuzu Impulse, its U.S. sales dwarf Impulse volume.

GM sold 68,831 Storms in the United States through October, compared to 2,816 Impulses for Isuzu.

The Japanese press reported last week that Isuzu expects to lose 28 billion yen ($215 million) before taxes in the fiscal year through next October.

That would be down from projected losses of 49 billion yen ($377 million) in the just-ended fiscal year.

Isuzu said it expects to sell 511,000 cars and light trucks during the current fiscal year, an increase of 2 percent over the previous year.

GM ups stock offer, sells $1 billion

DETROIT — General Motors last week sold $1 billion of its new non-convertible Series B preference stock with a 9.125 dividend rate.

Prior to the sale, GM doubled the size of the stock offering to $1.5 billion, including shares not sold in the initial sale.

Separately, Fitch Investors Service rated the non-convertible Series B stock offering at A-plus, its fifth tier, citing GM's losses and efforts to reduce costs.

U.S. AND CANADA CAR AND TRUCK PRODUCTION

Vehicles are domestic unless noted. Vehicles are cars unless noted.

	Est. 12/2-12/7/91	Actual 11/25-11/30/91	Nov. Total	Year 1/1-12/7/91	Year 1/1-12/8/90
LeBaron A	0	0	0	8,071	
LeBaron J	1,100	721	4,261	26,311	48,958
New Yorker	0	367	2,734	11,841	34,082
Fifth Avenue	0	997	6,060	33,357	35,583
Imperial	0	157	927	8,400	18,485
Town & Country (trk.)	300	191	1,356	5,622	2,338
Total Chrysler	**1,400**	**2,433**	**15,338**	**85,532**	**147,497**
Horizon	0	0	0	0	4,327
Sundance	1,400	0	3,936	58,291	85,315
Acclaim	2,300	1,290	7,879	77,919	114,471
Voyager (trk.)	1,900	1,349	7,949	93,027	78,256
Voyager (Can. trk.)	2,174	2,445	9,279	104,351	96,120
Total Plymouth	**7,774**	**5,084**	**29,043**	**333,588**	**378,489**
Omni	0	0	0	0	4,078
Daytona	900	0	0	10,898	31,822
Shadow	2,200	0	1,932	66,076	93,072
Dynasty	0	1,482	4,505	109,241	116,104
Spirit	2,200	1,025	8,877	74,163	100,465
Monaco (Can.)	176	0	0	8,653	10,719
Caravan (trk.)	2,400	1,447	11,141	110,341	86,840
Caravan (Can. trk.)	3,905	3,881	15,599	142,812	120,161
Caravan C/V (trk.)	100	37	367	3,581	4,171
Caravan C/V (Can. trk.)	96	98	379	13,546	7,012
Dakota (trk.)	3,000	1,834	12,354	97,779	70,025
Ram pickups (trk.)	1,400	897	5,664	70,279	98,101
Ram Wagon (Can. trk.)	0	0	804	17,031	19,898
Ram Van (Can. trk.)	0	0	2,670	37,858	52,947
Total Dodge	**16,377**	**10,791**	**64,342**	**702,058**	**815,415**
Premier (Can.)	556	0	0	9,467	12,808
Cherokee (trk.)	4,100	0	9,405	141,678	146,787
Comanche (trk.)	150	0	297	5,255	9,196
Grand Wagoneer (trk.)	0	0	0	1,539	6,119
Wagoneer (trk.)	50	0	166	2,588	3,775
Wrangler (Can trk.)	1,900	1,599	6,801	61,752	55,009
Total Jeep-Eagle	**6,754**	**1,599**	**16,669**	**222,279**	**233,894**
Total U.S. car	**10,100**	**6,938**	**41,111**	**476,298**	**694,813**
Total Can. car	**732**	**0**	**0**	**18,129**	**23,527**
Total U.S. truck	**13,400**	**5,755**	**48,749**	**531,849**	**505,608**
Total Can. truck	**8,083**	**8,823**	**35,532**	**377,350**	**351,147**
CHRYSLER CORP.	**32,315**	**19,817**	**125,392**	**1,403,457**	**1,575,095**
Escort	5,514	0	5,661	179,360	234,181
Mustang	2,800	1,637	1,952	80,437	124,391
Tempo	2,723	1,617	7,239	104,907	122,050
Tempo (Can.)	0	0	6,382	97,091	107,095
Taurus	3,745	2,049	20,136	298,015	320,246
Thunderbird	2,587	0	2,730	69,485	105,046
Crown Victoria (Can.)	1,588	1,638	4,004	83,644	116,244
Aerostar (trk.)	0	2,400	11,201	159,699	194,067
Bronco (trk.)	699	403	1,181	18,594	44,928
Explorer/Bronco II (trk.)	7,710	3,852	26,255	270,691	199,019
Navajo (trk.)	347	143	999	11,329	7,687
Econoline (trk.)	2,185	2,517	11,933	134,393	163,479
Heavies (trk.)	1,037	611	1,806	30,267	46,558
Light trucks (trk.)	11,467	6,100	27,525	318,205	417,607
Light trucks (Can. trk.)	2,976	2,820	8,831	92,600	125,407
Ranger (trk.)	4,330	4,143	18,281	257,807	270,235
Total Ford Div.	**48,708**	**29,930**	**156,116**	**2,288,345**	**2,589,240**
Topaz	1,687	1,023	4,464	45,667	45,778
Topaz (Can.)	0	0	2,621	32,526	39,384
Cougar	1,733	0	1,590	50,852	70,156
Sable	1,495	1,095	10,859	102,695	98,347
Grand Marquis (Can.)	3,232	3,219	6,645	97,581	109,729
Total Mercury	**8,147**	**5,337**	**25,179**	**329,321**	**363,394**
Continental	985	594	1,823	49,683	56,241
Mark VII	204	120	369	8,783	17,615
Town Car	2,971	1,782	5,464	118,647	140,199
Total Lincoln	**4,160**	**2,496**	**7,656**	**177,113**	**214,055**
Total L-M Div.	**12,307**	**7,833**	**33,835**	**506,434**	**577,449**
Total U.S. car	**28,444**	**9,917**	**62,287**	**1,198,552**	**1,334,250**
Total Can. car	**4,829**	**4,857**	**19,882**	**310,842**	**372,452**
Total U.S. truck	**27,775**	**20,189**	**99,181**	**1,288,785**	**1,343,580**
Total Can. truck	**2,976**	**2,829**	**8,831**	**92,600**	**125,467**
FORD MOTOR CO.	**62,015**	**37,763**	**180,951**	**2,712,779**	**3,175,689**
Skylark	2,505	1,364	7,583	56,525	89,353
Century	1,474	1,354	9,714	93,860	63,699
Regal (Can.)	0	0	10,214	118,000	98,445
Riviera	545	213	1,282	9,545	20,742
Park Avenue/Electra	1,649	1,030	6,908	89,220	59,807
LeSabre	3,500	2,134	14,647	102,049	150,313
Roadmaster Sedan*	1,288	808	5,717	42,909	0
Roadmaster Wagon†	0	237	1,433	14,241	4,022
Reatta	0	0	0	1,210	5,466
Total Buick	**10,961**	**7,140**	**57,486**	**527,563**	**491,847**
Eldorado	1,123	448	2,678	14,636	20,702
Seville	1,218	477	2,910	25,098	33,306
Brougham	460	349	2,454	20,881	29,637
DeVille	3,970	2,246	14,129	150,106	156,442
Allante	59	35	224	2,798	3,370
Total Cadillac	**6,830**	**3,555**	**22,395**	**213,518**	**243,457**
Cavalier	5,025	3,052	21,023	236,452	343,830
Camaro	0	863	5,393	51,312	68,703
Celebrity (Can.)	0	0	0	0	20,319
Corsica-Beretta	5,808	2,902	21,441	227,610	266,929
Lumina (Can.)	4,700	4,723	26,291	233,545	216,094
Caprice	1,012	1,458	9,302	120,926	191,795
Corvette	480	288	1,795	19,842	22,161
Astro (trk.)	3,305	1,890	12,923	101,164	124,748
Blazer (trk.)	300	9	327	6,827	14,998
Lumina APV (trk.)	1,564	1,001	6,439	40,103	77,032
Mediums (trk.)	139	0	436	2,664	10,071
P-Model (trk.)	412	0	1,062	17,972	20,336
Pickups (trk.)	6,123	3,867	26,320	280,784	381,310
Pickups (Can. trk.)	4,000	4,000	16,719	141,636	161,149
S10 (trk.)	5,413	2,956	21,395	247,792	234,509
S10 Blazer (trk.)	4,142	1,966	13,088	56,533	81,721
Sportsvan (trk.)	1,134	752	5,085	43,027	53,630
Sportsvan (Can. trk.)	1,400	1,474	6,851	53,987	44,714
Suburban (trk.)	635	277	1,550	23,373	60,897
Total Chevrolet	**45,592**	**31,478**	**197,500**	**1,916,496**	**2,394,746**
Achieva/Calais	1,719	312	1,085	37,420	98,382
Cutlass Ciera	3,575	1,795	12,890	102,581	65,341
Cutlass Ciera (Can.)	0	0	0	41,161	75,555
Cutlass Supreme	2,400	1,402	9,090	101,862	91,659
Toronado	321	129	761	5,484	14,377
Eight Eight	2,541	1,404	10,074	86,483	97,264
Custom Cruiser Wag.††	0	94	567	7,780	1,223
Ninety Eight	1,230	870	5,615	72,032	39,992
Silhouette (trk.)	500	304	1,941	19,522	28,586
Bravada (trk.)	405	131	1,055	13,764	1,012
Total Oldsmobile	**12,891**	**6,441**	**43,078**	**488,489**	**511,391**
Sunbird	2,441	1,479	10,164	111,688	159,453
Grand Am	5,041	2,859	20,207	136,962	200,013
Firebird	0	374	2,250	19,988	39,834
Grand Prix	3,360	1,986	13,096	109,383	109,848
Pontiac 6000	0	0	0	19,603	51,535
Bonneville	2,845	1,752	11,128	80,900	70,662
Trans Sport (trk.)	938	632	4,155	30,678	41,694
Total Pontiac	**14,425**	**9,082**	**61,000**	**509,202**	**673,039**
Yukon/Jimmy (trk.)	105	3	115	2,147	4,577
Mediums (trk.)	596	0	770	5,480	10,024
P-Model (trk.)	108	0	84	2,157	2,541
Pickups (trk.)	3,017	1,568	10,501	114,635	134,062
Pickups (Can. trk.)	1,400	1,431	6,023	52,249	59,586
Syclone/Sonoma (trk.)	869	662	4,600	56,029	51,870
Typhoon/S15 Jimmy (trk.)	833	677	4,649	19,491	26,147
Safari (trk.)	1,159	612	4,311	39,397	43,958
Suburban (trk.)	400	57	579	18,017	29,562
Vandura (trk.)	425	238	1,713	18,304	19,670
Vandura (Can. trk.)	700	752	2,818	22,378	17,409
Total GMC	**9,612**	**6,008**	**36,103**	**350,234**	**399,586**
Total Saturn•	**2,483**	**1,443**	**10,332**	**92,152**	**2,182**
Total U.S. car	**57,792**	**35,157**	**235,952**	**2,295,538**	**2,570,822**
Total Can. car	**4,700**	**4,723**	**36,585**	**382,786**	**416,413**
Total U. S. truck	**32,522**	**17,902**	**123,098**	**1,189,209**	**1,452,875**
Total Can. truck	**7,500**	**7,857**	**32,411**	**270,258**	**282,918**
GENERAL MOTORS	**102,514**	**65,139**	**427,966**	**4,097,694**	**4,716,228**
Can. car	2,250	2,301	10,255	104,391	47,392
Can. trk.	1,400	1,369	5,776	51,380	48,231
CAMI*	**3,650**	**3,670**	**16,031**	**155,771**	**95,623**
Civic	2,100	1,259	8,205	79,026	97,691
Civic (Can.)	2,060	1,668	4,550	96,908	99,442
Accord	7,856	4,812	30,608	347,787	318,067
Total U.S. car	**9,956**	**6,071**	**38,813**	**426,813**	**415,758**
Total Can. car	**2,060**	**1,668**	**4,550**	**96,908**	**99,442**
HONDA	**12,016**	**7,739**	**43,372**	**523,721**	**515,200**
HYUNDAI Sonata (Can.)	**828**	**1,136**	**3,532**	**29,485**	**24,762**
MAZDA*	**4,687**	**2,366**	**15,024**	**158,944**	**172,529**
U.S. trk.	1,695	1,001	4,687	60,772	68,330
Can. trk.	165	144	472	6,386	8,169
NAVISTAR	**1,860**	**1,145**	**5,159**	**67,160**	**76,499**
Sentra	3,125	1,657	11,293	125,510	92,155
Pickup (trk.)	3,031	1,605	11,063	125,765	134,207
NISSAN	**6,156**	**3,262**	**22,356**	**251,275**	**226,362**
Geo Prizm	1,850	1,122	7,283	85,360	97,234
Toyota Corolla	2,400	1,446	9,182	98,897	98,415
Toyota Hilux (trk.)	225	133	781	1,896	0
NUMMI	**4,475**	**2,791**	**17,246**	**186,153**	**195,649**
Legacy	1,330	770	4,915	54,383	31,916
Pickup (trk.)	550	342	2,059	24,920	0
Rodeo (trk.)	1,130	713	4,068	30,164	0
Total U.S. car	**1,330**	**770**	**4,915**	**54,383**	**31,916**
Total U.S. trk.	**1,680**	**1,055**	**6,127**	**55,084**	**33,476**
SUBARU-ISUZU	**3,010**	**1,825**	**11,042**	**109,467**	**65,392**
Camry	4,591	2,592	17,355	176,839	206,292
Corolla (Can.)	1,500	1,526	6,332	63,639	59,410
TOYOTA	**6,091**	**4,118**	**23,687**	**240,478**	**265,702**
VOLVO 740,940 (Can.)	**150**	**150**	**588**	**7,301**	**7,829**
AM GENERAL (trk.)	**375**	**225**	**1,425**	**19,196**	**21,240**
MISCELLANEOUS (trk.)**	**2,500**	**1,500**	**9,500**	**126,529**	**141,600**
Total U.S. car	**125,781**	**89,215**	**457,893**	**5,128,155**	**5,898,822**
Total Canada car	**17,948**	**16,361**	**81,433**	**1,029,382**	**1,044,227**
Total U.S.-Canada Car	**142,821**	**85,576**	**539,526**	**6,148,547**	**6,984,949**
Total U.S. truck	**83,283**	**49,845**	**364,811**	**3,290,901**	**3,709,916**
Total Canada truck	**20,124**	**20,813**	**83,822**	**797,989**	**815,972**
Total U.S.-Canada truck	**103,327**	**90,658**	**387,633**	**4,088,889**	**4,516,788**
TOTAL U.S.	**209,064**	**118,260**	**781,704**	**8,411,056**	**9,588,738**
TOTAL CANADA	**37,184**	**36,374**	**164,455**	**1,818,388**	**1,860,999**
TOTAL U.S.-CANADA CAR & TRUCK	**246,148**	**154,634**	**926,159**	**10,229,418**	**11,429,837**

•Estimate 11990 totals reflect LeSabre (rwd) ††1990 totals reflect Olds. 98 (rwd)

*CAMI includes Geo Metro and Suzuki Swift cars and Geo Tracker and Suzuki Sidekick trucks; Diamond-Star includes Eagle Summit and Talon, Mitsubishi Eclipse and Mirage and Plymouth Laser; Mazda includes MX-6, 626 and Ford Probe.

**Estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz.

May contain error of one or two units due to rounding.

November build tops last year

ANNE E. WRIGHT
Chief Statistician

November car and truck production in the United States and Canada dropped 20.6 percent from October's build, but it topped the year-ago month by 4.4 percent. So far this year, production trails the 1990 period by 10.4 percent.

U.S. car production in November was 22.3 percent below October. It was the lowest build for that month since 1982.

Canada's car production in November was the lowest since 1988. November's total slipped 17.9 percent below October and 25.9 percent below the year-ago month.

U.S. truck production for November was 22.6 percent below October's total but was 14.7 percent higher than the same month in 1990.

November truck production in Canada was 3.8 percent below October but was 28.2 percent above the year-ago month.

The Big 3 scheduled overtime at 14 plants last Saturday. General Motors topped the list with eight assembly plants in the United States and two in Canada working extra hours.

GM's U.S. facilities on overtime were the Detroit-Hamtramck, Mich.; Wilmington, Del.; Lansing, Mich. (M); Flint, Mich. (Buick City); and Lordstown, Ohio, car plants and the Janesville, Wis.; Moraine, Ohio, and Lordstown, Ohio, truck plants. In Canada, the Scarborough, Ontario, and the Oshawa, Ontario, truck plants worked last Saturday.

Ford Motor Co.'s Louisville, Ky., and Kansas City, Mo., truck plants were scheduled to work both daily and Saturday overtime last week.

Chrysler Corp. scheduled overtime at the Newark, Del., car plant and the St Louis (No. 2) truck facility.

Last week, U.S. car and truck producers' estimated output soared over the prior week, which included the Thanksgiving holiday. Cars were up 81.7 percent, and trucks were up 69.7 percent.

Year-to-date car production is 12.6 percent behind 1990's build. Truck production trails 1990 by 11.1 percent.

Canada's car and truck production rose 2.2 percent above the prior week but fell 7.8 percent below the year-ago week.

So far this year, car and truck production in Canada trails 1990 by 2.2 percent. Cars are down 2.3 percent, and trucks are off 2.2 percent.

GM has added the Shreveport, La., truck facility to the list of plants closed early for the Christmas holidays. The Shreveport plant will be idled this week and is scheduled to resume production Jan. 6.

Other GM plants closed for December are the Van Nuys, Calif., and Willow Run, Mich., car facilities, which were idled the week of Dec. 2.